

## Message Text

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ORIGIN AF-08

INFO OCT-01 ISO-00 DODE-00 PM-04 L-03 EB-08 ACDA-07 MC-02  
AID-05 IGA-02 SS-15 CIAE-00 INR-07 NSAE-00 OMB-01  
TRSE-00 /063 R

DRAFTED BY AF/W:EWLLOLLIS/MPH  
APPROVED BY AF/W:TWMSMITH  
AF/I:LTC.FWIRKUS  
DOD/ISA:WMOORE (INFO)  
PM/SAS:DVHESTER (INFO)  
DOD/DIA-AH8:CDR.CORNELIUS (INFO)  
-----291646Z 108072 /46  
R 282305Z JAN 77  
FM SECSTATE WASHDC  
TO AMEMBASSY LAGOS

C O N F I D E N T I A L STATE 020386

E.O. 11652: GDS

TAGS: MASS, NI

SUBJECT: ROCKWELL INTERNATIONAL AND THE T-2 AIRCRAFT

REFS: A) STATE 092032 OF APRIL 16, 1976,  
B) DAO LAGOS 091 (DTG 210805Z APR 76),  
C) LAGOS 04648 OF APRIL 21, 1976

1. REPRESENTATIVE OF ROCKWELL INTERNATIONAL (HENDERSON)  
VISITED DEPARTMENT (AF) JANUARY 13 TO DISCUSS POSSIBILITY,  
WHICH IS SAID IS STILL VERY MUCH ALIVE, OF SELLING T-2 JET  
TRAINERS TO THE NIGERIAN AIR FORCE (NAF). ACCORDING  
HENDERSON, NO ROCKWELL REP HAS VISITED NIGERIA SINCE HIS  
VISIT LAST APRIL (REF A), BUT ROCKWELL AGENT (VON GLAHN,  
DUTCHMAN FORMERLY RESIDENT IN LAGOS WHO NOW LIVES ON FRENCH  
RIVIERA) HAS BEEN KEEPING IN TOUCH WITH NAF. HENDERSON  
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READ TO DEPOFFS FROM VON GLAHN'S REPORT ON A MEETING HE HAD  
WITH NAF CHIEF OF STAFF YISA-DOKO IN DECEMBER 1976.

2. ACCORDING TO VON GLAHN, YISO-DOKO SAID HE STILL VERY  
MUCH WANTS THE T-2'S BUT HAD NOT BEEN ABLE WIN NECESSARY  
APPROVAL OF OTHER PEOPLE IN THE FMG BECAUSE THE PROPOSED  
SALE WAS UNDER FMS. ACCORDING TO VON GLAHN, YISA-DOKO

LISTED FOUR OBJECTIONS TO THE PROPOSAL WHICH HE WOULD LIKE TO OVERCOME, VIZ. (1) PRESENCE OF US MILITARY IN NIGERIA WOULD INTRODUCE CIA AGENTS, (2) NAF ALREADY HAS RUSSIAN ADVISERS, AND PRESENCE OF US MILITARY WOULD UNNECESSARILY CREATE CONFLICTS WITHIN NAF, (3) FMS FEES EXCESSIVE AND UNJUSTIFIED, AND (4) NO GUARANTY THAT MATERIEL SUPPLIED UNDER FMS WILL BE NEW AND NOT TAKEN FROM US INVENTORY OF USED EQUIPMENT.

3. ACCORDING VON GLAHN, YISA-DOKO ASKED FOR ROCKWELL'S ASSISTANCE IN HELPING TO OVERCOME THESE OBJECTIONS. HE ASKED IF FMS SALE COULD BE ARRANGED WHICH WOULD MINIMIZE INVOLVEMENT OF US MILITARY. SPECIFICALLY, HE IS REPORTED TO HAVE PROPOSED (1) ELIMINATION OF SITE SURVEY (AND OTHER ACTIVITIES REQUIRING US MILITARY VISITS TO NIGERIA), (2) SUBSTITUTION OF ROCKWELL PERSONNEL FOR US MILITARY IN PROVISIONING CONFERENCES, AND (3) REDUCTION IN FMS FEE. WITH THESE FEATURES--AND APPROPRIATE SUPPORTING SERVICES SUPPLIED BY ROCKWELL ON COMMERCIAL BASIS--YISO-DOKO IS REPORTED TO BELIEVE THAT HE MIGHT BE ABLE TO WIN APPROVAL FOR THE SALE.

4. HENDERSON ASKED DEPOFFS WHAT THEY THOUGHT OF THIS PROPOSITION. THEY REPLIED THAT, JUDGING FROM THEIR GENERAL KNOWLEDGE OF NIGERIA, THE REPORT COULD BE A FRANK AND ACCURATE ACCOUNT OF THE SITUATION AS YISA-DOKO SEES IT. THEY DISCLAIMED ANY ABILITY TO TELL ROCKWELL IF AN FMS SALE COULD BE ARRANGED ALONG THE LINES SUGGESTED AND ADVISED HIM TO BROADEN THE DISCUSSION WITHIN THE DEPARTMENT

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(TO INCLUDE PM) AND TO CONSULT THE DEFENSE SECURITY ASSISTANCE AGENCY (DSSA) IN DOD. FOR REASONS WHICH HE DID NOT MAKE CLEAR, HENDERSON SAID HE DID NOT WISH TO TALK TO OTHER ELEMENTS OF THE USG AT THIS TIME, BUT HE ACKNOWLEDGED THAT IT WOULD BE NECESSARY FOR ROCKWELL TO DO SO IF IT WISHED TO PURSUE THIS COURSE. HE SAID HE WOULD PROBABLY ADVISE VON GLAHN THAT, FROM A COMPANY VIEWPOINT, ROCKWELL THINKS THAT FURTHER DISCUSSIONS OF THE IDEAS PROPOSED BY YISA-DOKO WOULD BE WORTHWHILE.

5. FYI. HENDERSON SAID THAT VON GLAHN SOLD SEVERAL CIVILIAN AIRCRAFT FOR ROCKWELL LAST YEAR AND EARNED SIX-FIGURE COMMISSIONS, BUT HE HAS NO CURRENT CONTRACT WITH ROCKWELL AND MAY NOT RPT MAY NOT CONTINUE TO REPRESENT ROCKWELL IN THE T-2 SALES EFFORT. END FYI.

VANCE

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009